

# APTTUS<sup>®</sup> INCENTIVE COMPENSATION

Sales Incentives on the Apttus Intelligent Cloud™



DATASHEET

Apttus Incentive Compensation empowers enterprises to quickly design and deploy incentive programs across global selling channels. Built on the Apttus Intelligent Cloud™, Apttus Incentive Compensation enables enterprises to influence desired selling behaviors through the direction of commission programs, bonus plans, SPIFFs and other incentive programs. Apttus Incentive Compensation impacts selling decisions, at the time of sale, by providing real-time commission estimations to sellers to influence decisions that directly impact financial revenues.

## Incentive Compensation Management on the Apttus Intelligent Cloud™

Built on the Apttus Intelligent Cloud™, Apttus Incentive Compensation is enabling sales leaders and compensation professionals to manage and execute incentive programs that target optimal selling behaviors. Designed for the business user, Apttus provides a comprehensive solution to address the challenges of global organizations.

### Align business strategy with salesforce motivators to drive winning outcomes

Empower sales professionals to perform 'what-if' simulations to maximize potential payouts with compensation plans aligned to organizational goals.

### Designed for performance

Scale sophisticated incentive programs with comprehensive plan rules, matrixed sales crediting arrangements and hierarchical relationships across regions and channels.

## Key Capabilities

Built on the Apttus Intelligent Cloud™

Multi-channel support for direct sales, telesales, overlays, partners, agents, brokers, and resellers

Increase revenue potential with the Incentive Estimator

Communicate compensation programs efficiently, and automate plan approvals and plan acceptance with digital sign-offs

Achieve financial control and compliance while reducing operational costs

Support complex global organizational requirements and multi-currencies

Model potential plan changes and forecast accruals and liabilities

Ensure accurate and timely payments

Mitigate shadow accounting and enable your sales team to spend more time selling

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## Manage Your Incentive Compensation Programs with Ease & Flexibility



### Step 1 **Gather**

Collect, transform, validate, and tag transactional data from any data source



### Step 2 **Assign**

Designate credits and splits to recipients, and communicate programs to the field



### Step 3 **Calculate**

Design programs with flexible rules and multi-dimensional payouts



### Step 4 **Reward**

Generate incentives that move the needle, and align corporate strategy with outcomes

Feature	Description
Classification and Sales Crediting	Manage date-effective credit assignments and classification buckets from an intuitive user interface
Participant and Position Management	Administer complex territory/position relationships, and calculate results based on territory assignments, individual achievements and team attainments
Compensation Plan Configuration	Create or re-use any component from the library to easily configure and maintain commission plans, bonus programs, sales SPIFFs, and seasonal contests
Centralized Workflows and Approvals	Flexible workflow capabilities to support plan rollouts (with electronic signature acceptance), dispute inquiries, and payment approvals
Flexible Data Model	Import any source system data into a canonical data schema with user-definable attributes, for use in calculations or for reporting
Incentive Estimator	From proposals, estimate potential payouts in real-time to maximize revenue and motivate sales
Microsoft Excel™ Integration	Leverage Apttus X-Author for Excel as an interface for Apttus Incentive Compensation for administrators who use spreadsheets (e.g. quickly perform mass adjustments for participants and transactions)
Reporting Visibility	Anywhere, anytime visibility to performance, earnings, and payments

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## Apttus Incentive Compensation Provides Value Across the Enterprise



### Sales Operations

As a leader in Sales Operations, you need real-time insight into revenue actuals against sales targets and quotas. Apttus Incentive Compensation provides you the requisite view into overall performance, and the tools you need to tweak those behaviors from your sales reps and channel partners to improve results.



### Sales Professionals

As a sales representative, or as a partner seller, you need to ensure you are on track to hit your quota and make your number. Apttus Incentive Compensation provides the dashboards and tools you need to ensure you spend less time shadow accounting and more time selling.



### Compensation Managers

As the resident sales comp guru, you need a solution that is flexible enough to support any scenario your organization chooses to deploy. Apttus Incentive Compensation empowers you to support simple-to-complex scenarios, while leveraging domain best practices and an intuitive user interface that helps eliminate dependency on IT.



### Finance Professionals

As a leader in Finance, you know sales incentive costs can amount to a significant percentage of your organization's revenue. With Apttus Incentive Compensation, eliminate manual errors, eradicate duplicate data, ensure financial compliance, and accurately forecast your accruals versus your revenue actuals.

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## Effectively Manage Rules & Exceptions for Participants, Plans & Transactions



### Mid-Year Changes

Manage transfers, promotions, absences, and terminations



### Quota Setting

Track achievement against individualized goals



### Guarantees

Support for draws (recoverable or not), caps, gates, and thresholds



### Clawbacks

Handle retroactive calculations from prior periods in a snap!



### About Apttus

Apttus, the category-defining Quote-to-Cash software company, drives the vital business process between the buyer's interest in a purchase and the realization of revenue. Utilizing a patented combination of SaaS-based applications, the Apttus Intelligent Cloud maximizes the entire revenue operation by driving behavior and providing prescriptive data to company decision-makers. Apttus offers enhanced Configure Price Quote (CPQ), E-Commerce, Contract Management, Renewals and Revenue Management solutions on the world's most trusted cloud platforms, including Salesforce and Microsoft Azure. Apttus is based in San Mateo, California, with additional offices located across the globe. For more information visit: [apttus.com](http://apttus.com).